



CANNON BUILDING
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STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING MINUTES:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, December 3, 2009 at 9:30 a.m.
PLACE:	861 Silver Lake Boulevard, Dover, Delaware Conference Room A
MINUTES APPROVED	January 7, 2010

MEMBERS PRESENT

Michael L. McGavisk, New Castle County, Professional Member, Chairperson, Presiding
Larry Tims, New Castle County, Professional Member, Vice Chairperson
Linda Brannock, Kent County, Professional Member
Tim Riale, Sussex County, Professional Member
Karen Hamilton, Sussex County, Professional Member
Edward T. Hammond, Jr., Kent County, Professional Member
Roger Truemper, Esquire, New Castle County, Public Member
Geri Parisi, New Castle County, Professional Member
Susan Mills, Sussex County, Professional Member
Frani Melda, Kent County, Professional Member

MEMBERS ABSENT

Barbara Mitchell, Sussex County, Public Member

DIVISION STAFF

Shauna Slaughter, Administrative Specialist II

CALL TO ORDER

Mr. McGavisk called the meeting to order at 9:35 a.m.

REVIEW OF MINUTES

A motion was made by Mr. Tims, seconded by Ms. Hamilton, to approve the November 5, 2009 minutes as presented. Motion carried with Mr. Truemper, Ms. Parisi, and Ms. Mills abstaining.

UNFINISHED BUSINESS

Continue CE Audit Review

The Committee continued reviewing the continuing education documentation that was submitted by licensees who were selected for random audit. Results of the audit review and the Committee's recommendations will be forwarded to the Real Estate Commission for review and further action.

Continued Discussion about Offering the Law Portion of Pre-Licensing Online

Ms. Slaughter advised the Committee that the Real Estate Commission has asked that they further explore the possibility of offering the law portion of pre-licensing as an online course. The Committee discussed this issue and decided that they are not opposed to the idea and would willing to review and possibly approve an online pre-licensing course, law portion only, if someone were to develop it and submit it to them for review. The course would be reviewed to ensure that it adequately covers all of the material that is covered in the classroom course.

NEW BUSINESS

Review of Letters of Intent and Course Evaluations

A motion was made by Ms. Parisi, seconded by Mr. Truemper, to accept all letters of intent and course evaluations as submitted. Motion unanimously carried.

Review of Course Provider Applications

A motion was made by Ms. Mills, seconded by Ms. Parisi, to recommend to the Real Estate Commission to approve the following items as noted below. Motion unanimously carried.

Course Provider: McKissock, LP

Course Title:	Loan Types and Instruments of Finance	Approved
Credit Hours:	3	
Course Title:	Highlights of Real Property Law	Approved
Credit Hours:	7	
Course Title:	Fair Housing	Approved
Credit Hours:	4	
Course Title:	Construction Details & Trends	Approved
Credit Hours:	7	
Course Title:	A Concise Guide to Real Estate Taxes	Approved
Credit Hours:	4	
Course Title:	Principles of Finance & the Mortgage Market	Approved
Credit Hours:	3	
Course Title:	Real Estate Ethics and Professional Standards of Conduct	Approved
Credit Hours:	3	
Course Title:	Risk Management	Approved
Credit Hours:	3	
Course Title:	Taxation of Real Estate Capital Gain	Approved
Credit Hours:	3	
Course Title:	Short Sales	Approved
Credit Hours:	3	
Course Title:	Misrepresentations and Case Studies	Approved for 4 hours
Credit Hours:	5	

Course Provider: New Castle County Board of Realtors

Course Title:	Doing Business in the City of Wilmington	Approved
Credit Hours:	3	

Course Provider: Sussex County Association of Realtors

Course Title:	Surviving and Adapting to the Changing Market	Approved
Credit Hours:	3	

Course Provider: Delaware Association of Realtors

Course Title:	GRI301: Working with Buyers and Sellers	Approved
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Credit Hours: 15
Course Title: GRI201: Financial Fundamentals **Approved**
Credit Hours: 15

Review of Instructor Applications

A motion was made by Mr. Truemper, seconded by Mr. Melda, to recommend to the Real Estate Commission approval/denial of the following items as noted below. Motion unanimously carried.

Gerry Hudson **Approved**

Continuing Education: Professional Enhancement: Property Pricing and CMAs/
Misrepresentations and Case Studies/Closing Procedures and Settlement
Costs/The Qualifying Process

Judith Cook **Approved**

Continuing Education: Salesperson Core Course/Broker Core Course/
Professional Enhancement: Finance/Ethics/Fair Housing
Pre-Licensing: Orientation/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Valuing Real Property/Financing/Ethics

James Vesey **Approved**

Continuing Education: Advanced Real Estate Investment/Analysis

Patricia Campbell-White **Approved**

Continuing Education: Legislative Update/Salesperson Core Course/Broker Core
Course Professional Enhancement: Fair Housing/Ethics & Professional Standards/
Agency/New Member Orientation

Joyce Klein **Approved**

Continuing Education: Professional Enhancement: Real Estate Mathematics
Pre-Licensing: Orientation/Real Estate Mathematics

Andrew Hyde **Denied – Does not meet requirements, can resubmit if has CCIM designation**

Continuing Education: Salesperson Core Course/Broker Core Course/Professional Enhancement:
Commercial Real Estate Investment/Valuation/Better Customer Service
Pre-Licensing: Orientation/Real Estate Mathematics/Real Estate Sales/ Real Estate Law
Broker's Course: Brokerage (Sales Management)/Real Estate
Documents/Valuing Real Property/Financing/Ethics/Legal and Governmental Aspects
of Real Estate/Real Estate Investment/Mathematics

Susan Pomerantz **Approved**

Continuing Education: Professional Enhancement: NAR Green

Earl Loomis **Approved**

Continuing Education: Professional Enhancement: Appraisal Topics
Broker's Course: Valuing Real Property

Patrick Vanderslice **Approved**

Pre-Licensing: Real Estate Law

Joseph Pluscht **Approved – Cannot teach Real Estate Law**

Continuing Education: Salesperson Core Course/Broker Core Course/DREC Property
Management Course/ Professional Enhancement: Agent Etiquette/Business Planning/NAR
COE

Pre-Licensing: Orientation/Real Estate Mathematics/Real Estate Sales/ Real Estate Law

Lester Albright **Approved**

Pre-Licensing: Orientation/Real Estate Mathematics
Broker's Course: Mathematics

Alan Simmons **Approved – PE Only, No Agency Law**

Continuing Education: Professional Enhancement: Construction Details & Trends/Fair
Housing/Agency Law/What Real Estate Professionals Need to Know about FHA

Richard McKissock **Approved**

Continuing Education: Professional Enhancement: Fair Housing/A Concise Guide to RE Taxes/Real Estate Ethics or Professional Standards/Loan Types/Principles of Finance/ Risk Management/Highlights of Real Property Law/Taxation of RE Capital Gain/Related Investments, IRA's & Qualified Plans/Delaware Trust Fund Handling/Brokerage Relationships/Liens, Taxes & Foreclosures/Personal Marketing for RE Professionals/Property Management/Real Estate Mathematics/Safety Precautions for RE Professionals/ What Real Estate Professionals Need to Know about FHA

Lisa Roddis **Approved**

Continuing Education: Professional Enhancement: Home Inspections/Radon/Termite/Lead/Septic/Water/Environmental Issues (Mold, Asbestos, Lead Radon)

Review Student Requests for Approval of Educational Activity

There were no student requests for review.

Correspondence

There was no correspondence for review.

Other Business Before the Committee (for discussion only)

The Committee reviewed section 2931 of the Real Estate Commission's statute revisions, as well as the definition of competitive market analysis. After some brief discussion, Mr. McGavisk asked the Committee for feedback. The Committee did not see any issues with the language in section 2931, or with the definition. Mr. McGavisk asked the Committee to share this information with other real estate professionals and ask them to provide their feedback. Comments can be emailed or mailed to the Real Estate Commission.

Review Dee Hake DeMolen's Request to be Appointed to the Education Committee to Fill a Kent County Professional Member Vacancy

The Committee reviewed Dee Hake DeMolen's resume and letter of recommendation which was submitted to be considered for appointment to the Education Committee as a Kent County professional member. A motion was made by Ms. Brannock, seconded by Mr. Hamilton, to recommend Dee Hake DeMolen to the Real Estate Commission for appointment. Motion unanimously carried.

Review Dick Brogan's Request to be Appointed to the Education Committee to Fill the Kent County Professional Member Vacancy

The Committee reviewed a letter from Dick Brogan in which he requested to be appointed to the Education Committee as a Kent County professional member. A motion was made by Mr. Melda, seconded by Mr. Hammond, to recommend Dick Brogan to the Real Estate Commission for appointment upon receipt of his resume. Motion unanimously carried.

Public Comment

There was no public comment.

Next Scheduled Meeting

The next meeting will be held on Thursday, January 7, 2010 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

Adjournment

There being no further business, Mr. Truemper made a motion, seconded by Ms. Parisi, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 10:54 a.m.

Respectfully submitted,

A handwritten signature in black ink that reads "Shauna Slaughter". The signature is written in a cursive, flowing style.

Shauna Slaughter
Administrative Specialist II